

May 4, 2023



JLT Mobile Computers – AGM 2023

Per Holmberg, CEO JLT Group

Key messages

Record revenues

First commercial release of JLT Insights™ in December

JLT-office in France

Continued strong order backlog



Introduction to JLT

Leading Swedish tech company with 30-year of experience

Known for the best forklift computer in the world, with unmatched *quality* and *performance*

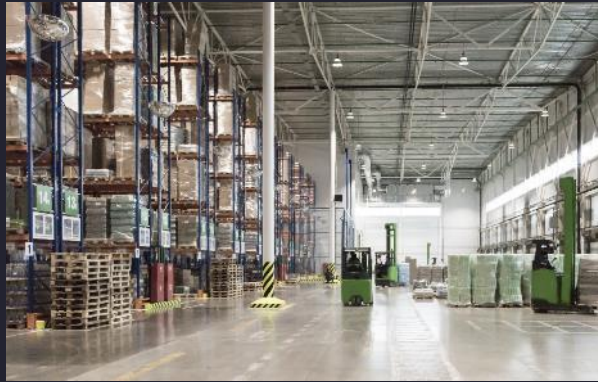
Own development and manufacturing in Sweden

Worldwide customer base

A unique capability to adapt the offering to customers' specific requirements



Target industries



Warehousing



Manufacturing



Transportation



Ports



Mining



Agriculture

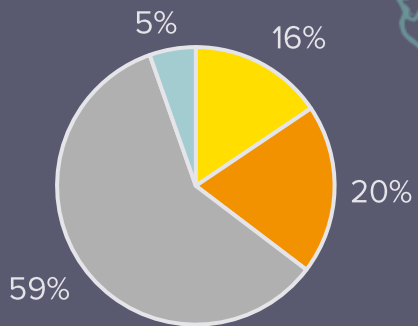


Reliable performance. Less hassle.

Global footprint



Revenues 2022

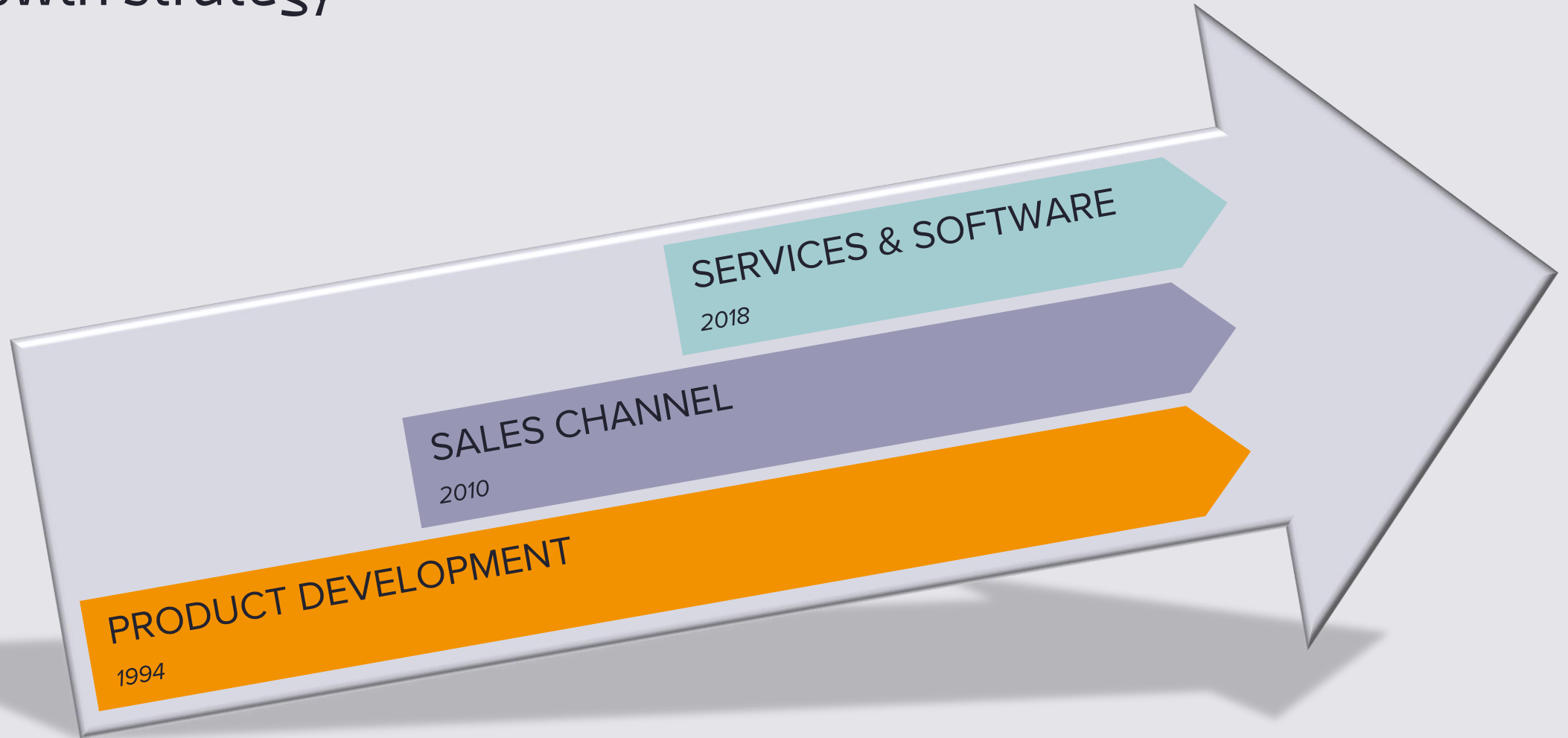


■ Nordics ■ EMEA ■ Americas ■ Other

- Headquarters, Växjö, Sweden
- Regional headquarters
JLT US, Chandler, AZ, USA
JLT FR, Le Rheu, FRANCE
- Production sites
- Local offices
- JLT Sales Partners



Growth strategy



Year-end report 2022

Record revenues SEK 167M (136), up 23%

- Maintained high delivery capacity despite industry-wide component shortage
- More than 50% of new computers were delivered with service agreements – record
- Gained market share
- High-volume orders and increased cost impacted gross margin 40% (42)
- The component situation has improved, but remains a challenge

Order intake SEK 166M (174)

- Lower than Q1 previous year, but stable
- Strong finish in Q4 with order intake of SEK 53M (56)
- Order backlog remains high at SEK 53M (54)
- Backlog gives stability in 2023

Operative profit of SEK 5.3M (7.3)

Acquired French sales partner, and established JLT France

Launched JLT Insights™ cloud-based software



JLT France – office with own sales personnel in France

Acquisition of ID Work completed in January 2022

- Name changed to JLT Mobile Computers France SAS (JLT France)
- Objective to strengthen JLT's position on the French market

Development during the year

- Senior sales director recruited and onboarded
- Operation integrated into corporate
- Sales has surpassed expectations



JLT Insights cloud-based software

A SaaS*-solution to increase customer value of the JLT6012 Series of vehicle-mount computers

- Data collected from the JLT6012 system and sensors
- Analyzed in the cloud and results presented in user-dashboard

Customer value

- Optimize usages of JLT computers (simplify administration and maximize uptime)
- Optimize operations and usage of forklift (vibrations, movement, Wi-Fi connectivity, positioning...)

SW developed by the JLT Software Solutions subsidiary

- Established 2021 to drive the services-based growth strategy
- Objective to increase computers sales, and to generate new recurring revenue streams long-term

Released December 2022

- Showed to customers at Promat in Chicago and SITL in Paris
- Building user base and continuing development



*Software-as-a-Service, subscription model

First quarter 2023

Record revenues SEK 50M (47)

- High order backlog into the quarter
- Maintained gross margin of 40% (37)
- Order intake SEK 34M (40)
 - Historically, the first quarter is relatively weak after a strong finish of preceding year
 - We have seen delays with some customers' delivery schedules due to market uncertainty
 - Order stock at quarter end SEK 36M (47)
- Operating profit SEK 2.6M (3.2)
 - Continued high level of activities, total costs in level with previous quarter Q4 2022
 - Q1 operating profit is impacted by weakened SEK compared to Q1 2022
- The JLT6012 computer is upgraded to support the important container ports market
 - Has mainly targeted the warehousing and logistics markets before
- Biggest purchase order to-date booked for the JLT6012A Android computer at a value of SEK 5.8M
 - From a returning American customer – validates that JLT has a competitive product



Summary

RECORD HIGH REVENUES 2022 AND Q1 2023

Maintained high delivery capacity
Gained market share

STRONG ORDER BACKLOG

Provides stability to 2023 with potential macro economic challenges
Some delays in customer rollouts

CONTINUED HIGH LEVEL OF ACTIVITIES

Establishment of JLT France continues
Rollout of JLT Insights continues
Good customer acceptance of new JLT6012A Android computer
Strengthened position on the ports market with upgraded JLT6012





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